

**NEW SECTOR ALLIANCE, INC. POSITION DESCRIPTION**

**POSITION:** Summer Consultant

**LOCATION:** Boston, MA

**REPORTING TO:** Senior Staff

**COMPENSATION:** Living stipend, transportation reimbursement & AmeriCorps Education Award

**APPLICATION DEADLINE:** February 19, 2010

**ABOUT NEW SECTOR ALLIANCE:**

Founded in 2000, New Sector Alliance is a social impact consulting and leadership development firm with a dual mission to accelerate social change by strengthening organizations today, while developing leaders for tomorrow. To fulfill this mission, New Sector aims to:

- Deliver high impact services which strengthen the capacity of clients to address society's most pressing challenges and opportunities;
- Cultivate a new generation of socially engaged leaders who bridge the private, academic, and social sectors; and
- Unlock the potential of people and institutions across sectors to share resources, learn from each other, and work collaboratively to create sustainable social impact.

In partnership with leading academic institutions and consulting firms (including Accenture, Bain & Company, the Boston Consulting Group (BCG), McKinsey & Company, and Oliver Wyman), New Sector works toward these three goals simultaneously by delivering high quality, affordable consulting and professional development services.

For more information, visit [www.newsector.org](http://www.newsector.org).

**ABOUT THE POSITION:**

New Sector Summer Consultants will undertake a strategic initiative for Boston-based social impact organization (Host Site). Each Summer Consultant's position will enable him/her to make a deep impact on a Host Site and its constituents, while simultaneously taking on significant leadership and management responsibilities within the New Sector Summer Fellows program.

Consultants will 1.) Work on-site at a hosting organization to undertake one or more strategic initiatives central to the mission of the organization and 2.) Assume a leadership role in the broader summer program by leading, advising, and supporting a cohort of undergraduates and recent graduates (Summer Fellows) who will also be completing 10-week strategic projects at other Host Sites.

Consultants' own work on site will allow them to gain an in-depth understanding of the daily operations of an organization at the highest level while developing strategic planning skills and implementation tactics in a real-world setting. Leading a team of 5-6 Associates will allow Consultants to hone management and leadership skills necessary to motivate others working across disciplines within a social impact organization to drive social change. Finally, each Consultant will be matched with a professional consultant advisor from partner firms (including Bain & Co., The Boston Consulting Group (BCG), The Bridgespan Group, FSG Social Impact Advisors, and McKinsey & Co.) for support throughout the



Accelerating social change by **strengthening organizations** today  
while **developing leaders** for tomorrow



summer. Participating Host Sites include high-performing organizations working across all areas of society and the economy.

## KEY DUTIES AND RESPONSIBILITIES:

While no two New Sector experiences are the same, all offer unique opportunities and challenges. Specific responsibilities vary based on project and client placement, but typical duties for both client-site and cohort-leadership work includes:

- Plan and manage work modules to address key strategic issues
- Gather field data through interviews and secondary research
- Perform quantitative and qualitative analysis
- Generate practical, creative, and action-oriented insights and recommendations
- Facilitate communication and joint problem-solving
- Write and give presentations and other deliverables
- Work with members of client organizations' staff to implement recommendations
- Contribute to New Sector's knowledge capture and dissemination

Sample projects from 2009 include: writing a case study on the role of mergers in the evolution of a human services agency; investigating the potential for strategic alliances among community development corporations (CDCs); analyzing data and developing conclusions about the growth of inner city businesses over time.

## KEY QUALIFICATIONS:

Applicants must demonstrate the following characteristics:

- High level of self-motivation and a proven ability to deliver excellent results, demonstrated by a record of strong academic, extracurricular, professional, and/or personal accomplishment
- Passion for achieving social impact in the nonprofit sector, for-profit sector, or through cross-sector collaboration
- Core leadership attributes, including: energy, independence, integrity, patience, resourcefulness, responsibility, self-confidence tempered with humility, a strong work ethic, and tenacity
- Strong interpersonal and communication skills, including the capacity to understand the needs of multiple and diverse stakeholders, work effectively at all levels of an organization, build strong client relationships, and work effectively individually and as part of a team
- Excellent quantitative and qualitative analytical skills, creativity in problem solving and a keen business sense demonstrated in either a professional or academic environment
- Ability to approach challenges in a structured manner by setting goals, devising a plan to achieve those goals, and measuring the results of that plan
- Desire to proactively take on leadership roles within the New Sector organization and network

## TO APPLY:

Send brief statement of interest and resume to Hollis Van Inwagen at [summerconsultant@newsector.org](mailto:summerconsultant@newsector.org). No phone calls please. Inquiries can be sent to Hollis Van Inwagen at [summerconsultant@newsector.org](mailto:summerconsultant@newsector.org).



Accelerating social change by strengthening organizations today  
while developing leaders for tomorrow



*New Sector Alliance is an equal opportunity employer.*



**Accelerating social change by strengthening organizations today  
while developing leaders for tomorrow**

